

2010 AAAP SFO CHANGES DIGEST

The Solicitations for Offers (SFO) for office space for the General Services Administration's Automated Advanced Acquisition Program (AAAP) have been revised to clarify or expand certain existing paragraphs and to reflect certain policy, environmental, and/or green initiatives in which the federal government participates. The SFOs have also been improved to assist the market in finding the changes and related language throughout the documents, relevant websites, and additional resources.

The Washington, DC Office, Maryland Office, and Virginia Office SFOs pertain exclusively to the GSA, National Capital Region, AAAP and can only be accessed through the AAAP website located at (<http://aaap.ncr.gsa.gov>). The SFOs are now available for review and comment during the month of September 2010, but will be issued to the AAAP website application on October 1, 2010. These SFOs will become effective as of the last day of the October Open Period and will apply to all requirements competed through the AAAP starting in October and extending through the remainder of 2010 or until the SFOs are replaced.

The 2010 AAAP SFO Changes Digest will provide information to highlight the pertinent changes to the documents. However, Building Owners and their representatives should read through the entire document and make sure to notate new language or changes contained within the document that may affect their offers. Also, please observe:

- Changes to previous SFO versions are referenced in the Table of Contents and paragraph headings within the SFO, as (**NCR AAAP VARIATION (MARCH 2010)**).
- All data filled into blanks and underlined throughout the SFO.
- All related or relevant SFO Paragraphs and Sections are now cross referenced throughout the SFO.
- All measurements throughout the SFO refer to ANSI/BOMA Office Area (ABOA).
- Most references to New Construction AND Labor Standards language have been deleted from the AAAP SFO.

Pertinent Changes are, as follows:

1. SFO Paragraph **1.1, AMOUNT AND TYPE OF SPACE (NCR AAAP VARIATION (MARCH 2010))**, G., Language has been AMENDED relative to the Randolph-Sheppard Act.
2. SFO Paragraph **1.2, UNIQUE AAAP REQUIREMENTS (NCR AAAP VARIATION (MARCH 2010))**. This is an ENTIRELY NEW PARAGRAPH added to the AAAP SFO, pertaining to building and location features that the offered building should have or the Lessor should take into consideration with his Offer, i.e., lease terms, prospectus thresholds, LEED CI Certified issues, Energy Star requirements, ceiling height requirements, Fire and Life Safety requirements. Additionally, space offered to the Government must be ready for tenant buildout within 60 days of the offer.
3. SFO Paragraph **1.12, BUILDING SHELL REQUIREMENTS (AUG 2008) (NCR AAAP VARIATION (MARCH 2010))**, has been AMENDED to include LEED CI Certified and Energy Star requirements.
4. SFO Paragraph **2.4, PRICE EVALUATION (PRESENT VALUE) (NCR AAAP VARIATION (MARCH 2010))** has been AMENDED to include Tenant Improvement allowance of \$35.07/ABOA.
5. SFO Paragraph **2.5, AWARD (NCR AAAP VARIATION (MARCH 2010))** has been AMENDED to itemize the awarded lease contents and to explain the timeframe for which the successful Offeror must return all signed documents to the Government for execution.

6. SFO Paragraph **3.1, OFFER PROCEDURES (NCR AAAP VARIATION (MARCH 2010))** has been REWRITTEN to better explain the:
 - AAAP Application,
 - Required Information and Pricing Elements
 - Required Documentation,
 - Supplemental Documentation,
 - LEED CI Certification Levels and Submittal Requirements,
 - Additional Information as Noted.
7. SFO Paragraph **3.2, TENANT IMPROVEMENTS INCLUDED IN OFFER (NCR AAAP VARIATION (MARCH 2010))**, A. The TI Allowance for succeeding leased space has been INCREASED to \$20.00 ABOA. The TI Allowance for other locations offered has been INCREASED to \$35.07.
8. SFO Paragraph **3.3, TENANT IMPROVEMENT RENTAL ADJUSTMENT (AUG 2008) (NCR AAAP VARIATION (MARCH 2010))**, is AMENDED to explain three Government options if the Government spends more than the specified TI Allowance.
9. SFO Paragraph **3.5, GREEN LEASE SUBMITTALS (AUG 2008)** is NEW LANGUAGE to the AAAP SFO.
10. SFO Paragraph **4.2, TAX ADJUSTMENT (AUG) 2008 (NCR AAAP VARIATION (MARCH 2010))**, B. 7, has been AMENDED to clarify the Real Estate Tax Base. C. 1 and C. 5, have been AMENDED, respectively, for clarification of the RE Tax period and that upon renewal, a new tax base will be established.
11. SFO Paragraph **4.3, OPERATING COSTS (SEP 2009) (NCR AAAP VARIATION (MARCH 2010))**, A. 2, has been AMENDED for CLARIFICATION of the CPI calculation. B. AMENDED to clarify escalations during the renewal period, as follows: "If the Government exercises an option to extend the lease term, the option period will be inclusive of adjustments during the original term. Annual adjustments will continue."
12. SFO Paragraph **5.12, CONSTRUCTION SCHEDULE AND ACCEPTANCE OF TENANT IMPROVEMENTS (NCR AAAP VARIATION (MARCH 2010))**, H., RENT COMMENCEMENT has been AMENDED to explain the impact of both Lessor and Government delays.
13. SFO Paragraph **6.7, CEILINGS (SEP 2009) (NCR AAAP VARIATION (MARCH 2010))**, A., has been AMENDED to allow for a tenant agency to reject an offer for new space with ceilings less than 8 feet 6 inches. This paragraph is cross-referenced in UNIQUE AAAP REQUIREMENTS.
14. SFO Paragraph **7.12, PAINTING (NCR AAAP VARIATION (MARCH 2010))**, has been AMENDED to include A. 1, Lessor shall bear the expense of all painting as part of Building Shell. A. 2., Public areas are repainted every 3 years. A.3., If the Government wants cyclical painting in the Government demised space, the Lessor shall include this cost within the building shell and repaint every 5 years, including Lessor costs for moving returning furnishings and disassembly and reassembly of systems furniture. A. 4. Succeeding lease offers shall include the cost of repainting as described above, at the Lessor's expense within 60 days of the start of the succeeding lease term.

15. SFO Paragraph **7.13, FLOOR COVERING AND PERIMETERS (AUG 2008)**, A. 4., has been AMENDED to include re-carpeting for the Government-demised areas at Lessor's expense, including moving and returning furnishings and disassembly and reassembly of systems furniture, every five years, as a building shell item.
16. SFO Paragraph **8.3, ENERGY COST SAVINGS (AUG 2008) (NCR AAAP VARIATION (MARCH 2010))**, B. is AMENDED to require Energy Star standards for all new space offered to the Government greater than 10,000 ABOA.
17. Section **9.0. FIRE PROTECTION, LIFE SAFETY, AND ENVIRONMENTAL ISSUES (NCR AAAP VARIATION (MARCH 2010))**, NEW LANGUAGE HAS BEEN ADDED that the Government may eliminate offers for new space that do not meet minimum standards contained herein Section 9.0.
18. SFO Paragraph **9.1, OCCUPANCY PERMIT (SEP 2000)**. This is a NEW PARAGRAPH to the AAAP SFO to describe Lessor responsibility to provide the Government a valid occupancy permit.
19. SFO Paragraph **9.4, FIRE ALARM SYSTEM (AUG 2008)**, C., NEW LANGUAGE IS ADDED concerning fire alarm systems over 10 years old.

This digest is intended to summarize some of the major changes that have been incorporated into the new AAAP SFO. However, Lessors are still required and are responsible for reading the document and adjusting their offers, as appropriate, within the prescribed timeframes identified in the AAAP Application. The SFO is for review and comment only during the month of September 2010. The SFOs for DC, MD, and VA will be issued to the AAAP website application on October 1, 2010.

If there are questions or if further clarifications are needed, please contact Glenita (Nina) Jones, the AAAP Contracting Officer of Record, in writing with your questions or comments. The email address is Nina.Jones@gsa.gov.